

Message Text

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TO USLO PEKING

INFO AMCONSUL HONG KONG

C O N F I D E N T I A L STATE 052376

E.O. 11652: GDS

TAGS: ETRD, CH, US

SUBJECT: TECHIMPORT DELEGATION

REFS: A) PEKING 133, B) PEKING 289, C) STATE 29918

1. TECHIMPORT HAS APPARENTLY DECIDED IT DOES NOT WANT THE NMTBA TO COORDINATE THE VISIT OF ITS MACHINE TOOL BUYING MISSION TO THE US AND HAS ASKED WJS, INC., A FIRM THAT LISTS SEVERAL MACHINE TOOL BUILDING FIRMS AMONG ITS CLIENTS, IF IT WOULD COORDINATE THE VISIT. THIS INFORMATION WAS PASSED TO WJS IN WASHINGTON BY WJS VICE PRESIDENT PAUL SPELTZ WHO IS CURRENTLY IN PEKING.

2. ACCORDING TO WJS, THE DELEGATION WILL HAVE NINE MEMBERS INSTEAD OF THE ORIGINAL SIX AND WILL VISIT 13 COMPANIES INSTEAD OF THE THREE INDICATED IN REFTEL A. THE VISIT IS STILL SCHEDULED TO LAST THREE MONTHS.

3. WE HAVE LEARNED FROM AL JENKINS, ONE OF SEVERAL EX-CONFIDENTIAL

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FSO'S ASSOCIATED WITH THE FIRM, THAT WJS HAS JUST

RESPONDED POSITIVELY TO THE TECHIMPORT REQUEST. WJS HAS ASKED THAT TECHIMPORT'S APPROACH AND ITS RESPONSE BE KEPT CONFIDENTIAL FOR THE TIME BEING, BUT NO OBJECTIONS TO YOUR DISCUSSING IT WITH SPELTZ.

4. NMBTA SEEMS TO BE AWARE THAT A DIFFERENT COORDINATOR IS BEING CONSIDERED, BUT WE HAVE NOT DISCUSSED IT WITH NMBTA. ON FEBRUARY 27, JESSE MASSUID OF NMTBA TALKED WITH JEN CHIH-CHIEFOFPRCLO AND REITERATED THE ASSOCIATION'S WILLINGNESS TO COORDINATE THE VISIT. MASSUID RENEWED THE OFFER ON MARCH 2. JEN TOLD HIM THAT PRCLO HAS STILL HEARD NOTHING FROM PEKING ABOUT NMTBA'S OFFER.

5. MASSUID BELIEVES THE CHINESE MAY BE HAVING DIFFICULTY WITH THE IDEA OF A 'HOST.' IN ITS ENTHUSIASM TO BE HELPFUL TO THE CHINESE, THE NMBTA MAY HAVE PROPOSED A LEVEL OF INVOLVEMENT IN THE TRIP THAT MADE TECHIMPORT UNCOMFORTABLE. IN HIS MARCH 2 CONVERSATION WITH JEN, MASSUID DOWNPLAYED THE 'HOST' ASPECT OF THE NMTBA'S OFFER AND EMPHASIZED THE COORDINATING ASPECT. MASSUID ALSO BELIEVES PROBLEMS MAY HAVE ARISEN BECAUSE THE DELEGATION IS FROM TECHIMPORT, WITH WHOM THE ASSOCIATION HAS HAD LITTLE CONTACT, AND NOT FROM MACHIMPEX, WITH WHOM THE ASSOCIATION HAS A GOOD WORKING RELATIONSHIP.

6. OUR BASIC CONCERN IS THAT THE VISIT BE COORDINATED IN SUCH A WAY THAT WE CAN HAVE TIMELY INFORMATION ON ITINERARY, ETC., TO PASS ON TO CONCERNED AGENCIES. IF THE COMPANIES TO BE VISITED AGREE TO WJS COORDINATING THE VISIT, WE WILL NOT OBJECT, PARTICULARLY AS WJS IS A REPUTABLE FIRM.

7. IDEALLY, WE THINK THE VISITS OF DELEGATIONS THAT ARE GOING TO SEVERAL DIFFERENT COMPANIES SHOULD BE HANDLED BY THE NATIONAL COUNCIL FOR US-CHINA TRADE OR, AS IN THIS CASE, BY AN APPROPRIATE TRADE ASSOCIATION. THIS SEEMS TO US TO BE PREFERABLE TO REQUIRING ONE OF THE COMPANIES TO BE VISITED TO ACT AS OVERALL COORDINATOR. MOST CONFIDENTIAL

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COMPANIES ARE UNENTHUSIASTIC ABOUT TAKING ON THIS RESPONSIBILITY. BY TURNING TO WJS, THE CHINESE APPEAR TO BE COMING UP WITH A THIRD ALTERNATIVE.

8. WE DON'T BELIEVE USLO SHOULD RAISE THE TECHIMPORT REQUEST TO WJS WITH THE CHINESE. IF THEY DECIDE ON WJS, THEY WILL LET US KNOW. HOWEVER, IF USLO AGREES THAT IT

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WOULD BE USEFUL, USLO COULD GO TO MFA, SAY THAT THE USG
FAVORS THE PROPOSED VISIT AND RESTATE THAT USLO IS
AUTHORIZED TO ISSUE VISAS AS SOON AS THE QUESTION OF
COORDINATION IS CLEARED UP (VISA AUTHORIZATION SEPTTEL).
YOU COULD ADD THAT THE US GOVERNMENT IS NOT CONCERNED
WHO COORDINATES THE VISIT AS LONG AS THE ARRANGEMENT IS
SATISFACTORY TO THE COMPANIES TO BE VISITED. KISSINGER

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